

the preparation of scientific publications, guidelines, lectures, workshops etc. At the present time the Russian professionals actively participate in international randomized clinical trials but the experience of pharmacoeconomic and outcome research is very limited. So in the nearest future it is important to organize adequate economic trials to show the advantages and the disadvantages of existing health-care interventions. The independence of investigators may be guaranteed by governmental funding of such trials though participation of the pharmaceutical industry seems to be more real in the present economic crisis.

PUP2

PHARMACOECONOMIC INFORMATION IN FORMULARY DECISION-MAKING IN THE UNITED STATES

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Previous research into the usefulness of cost-effectiveness information in managed care has had a narrow scope. This research has been limited to the level of importance that managed care directors place on pharmacoeconomic (PE) data, the types of studies that MCOs prefer to review and the future use of this type of information.

OBJECTIVES: The purpose of this study was to ascertain 1) the level of importance that PE information has on the speed of formulary approval, 2) the relationship between the cost of therapeutic agents and PE information, 3) the relationship between the time of market entry/number of competitor products and requirements for PE information, and 4) the importance of PE information by therapeutic classification.

METHODS: A telephone survey of 41 randomly selected pharmacy directors and medical directors was conducted to elicit their attitudes towards PE information.

RESULTS: PE information was somewhat/very important in influencing the speed of formulary pull-through in 51.2% of respondents. The majority of respondents felt that PE information was not important when drug acquisition cost was less than \$100; however, its importance increased as acquisition cost increased. Respondents felt that the time of market entry influenced the level that they placed on PE information. When there were no similar agents on formulary 73.1% felt that PE data was somewhat/very important, when there were ten similar agents on formulary 48.8% of respondents felt that PE information was somewhat not/not important. Respondents indicated that the therapeutic areas of depression, asthma, rheumatoid arthritis, pain control, and hypertension were areas where cost-effectiveness analysis would be most useful.

CONCLUSIONS: PE information is relevant to managed care decision-making and it is influenced by the drug acquisition cost, the number of competitor drugs on market and the therapeutic area under consideration.

PUP3

ANALYSIS OF THE ECONOMIC IMPACT OF AN INCREASE IN THE UTILIZATION OF GENERIC MEDICATIONS IN PORTUGAL

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OBJECTIVE: The purpose of the study was to determine the potential savings to the Portuguese National Health System if the utilization of generic medications increased. **METHODS:** The total sales of the 100 brand names with the highest sales to the Portuguese National Health System in 1997 were examined to determine which ones had a generic equivalent on the market. These were then substituted in four different scenarios where the substitution levels were 10%, 25%, 50%, and 100% and the total sales after substitution was calculated for each scenario. Finally, the potential savings were determined.

RESULTS: Of the 100 brand names with the highest sales to the Portuguese National Health System in 1997, 18 had generic equivalents on the market. When these were substituted at a 10% level, the estimated savings were 833.037.000 PTE (3.2%). When the substitution levels were 25%, the estimated savings were 2.082.592.000 PTE (8.0%). When the substitution level was 50%, the estimated savings were 4.165.185.000 PTE (16.0%). When the substitution level was 100%, the estimated savings were 8.330.370.000 PTE (32.0%).

CONCLUSION: Our pharmacoeconomic analysis demonstrated that the Portuguese National Health System can save a significant amount of its pharmacy budget by increasing the utilization of generic medications.

PUP4

IMPLEMENTATION OF PHARMACOECONOMIC ANALYSIS IN NORWAY. ARE THE USERS PREPARED?

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OBJECTIVE: The aim of this study was to study the present situation regarding perceptions, understanding and attitude towards pharmacoeconomics in Norway among employees within the pharmaceutical authorities and the pharmaceutical industry, prior to the introduction of pharmacoeconomic guidelines.

METHODS: Personal interviews of employees working with medicines on various levels were conducted, 47 from the authorities and 47 from the industry. The interview included questions regarding associations to various pharmacoeconomic expressions and questions about attitude towards within which areas that pharmacoeconomic analyses could be of use and the extent to which pharmacoeconomic analyses should be implemented. The quantitative data was handled in the statistical programme SPSS. Factor analysis was used to find correlation among some of the attitude questions.